

# Update to CHEAPR Stats By Dealer

## Some Stellar Performers; Many Also-Rans

We obtained an updated dataset of CHEAPR rebates by individual dealerships from the program's inception through the end of 2020. It is all pasted below, but a couple of observations first.

There are a small number of dealers that really do great work. Unfortunately, they are not representative. If great work is defined as 100 or more rebates over this duration, these are the 6 companies that have achieved that level.

- A-1 Toyota – 167
- Richard Chevrolet – 126
- Honda of Westport – 126
- Karl Chevrolet – 122
- Lynch Toyota – 117
- Ingersoll Auto of Danbury – 101

This project originally began due to member complaints about poor dealership experiences, followed by a request: Please make a recommendation. I had anecdotal reports of dealerships that do a good job, but nothing systematic or statewide. This approach uses CHEAPR data as a proxy for EV-friendliness.

There are a few considerations to bear in mind. Not all dealers sell CHEAPR-eligible cars. The parameters of the CHEAPR program have changed over the course of the program's life. In particular, the lowering of the MSRP cap in October 2019 causes the exclusion of some vehicles, for example, from BMW and Volvo, that were formerly eligible. The offerings of

manufacturers have changed over time. The cancellation of the Chevy Volt caused a slowdown in the number of Chevrolet rebates. Hyundai has become more aggressive recently about introducing EVs. The Honda Clarity got off to a good start when it was introduced, but Honda then stopped sending it to the state (which may be changing). The new Toyota RAV4 Prime is showing some early promise.

It is for that reason that I have displayed the rebates sorted highest to lowest within make. That way, for example, it can be seen that Danbury Hyundai has a strong record with a make that was barely selling EVs before 2019.

The file that was provided did not have the specific vehicle model for which a given rebate applied. There are some dealerships that sell multiple makes that have CHEAPR-eligible vehicles. I made a judgment and assigned the dealer to the brand with the most rebates. Note to self – work on getting that next time around. Also, in a couple of cases, there may be more than one line for a dealership because the file did not have a consistent naming convention. I cleaned it but may have missed a couple.

This is all of it (except Tesla). If a dealership had zero rebates, it will not appear in the tables below.

It would be best, of course, if DEEP were to publish this information as part of its regular CHEAPR reporting. It is done in other states and would remove the burden for both of us of going through the Freedom of Information Act process.

Finally, this has relevance for the EV Freedom Bill. One of the arguments for the bill is that the conventional dealership model is antithetical to selling EVs, that EVs come into tension with the legacy ICE business. There is more nuance to it than that, but the data largely illustrate this point. It seems like it is a lot harder for a dealership to embrace EVs or more of them would have effectively done so and there

wouldn't be such large differences between the top performers and the laggards.

For those dealerships that are making an effort to sell EVs, if SB 127 passes, they'll be fine. For the others, it will be a shot across the bow to wake up or risk being left behind.

Make	Dealership Name	Count of Rebates
Audi	Audi of Fairfield	5
Audi	Hoffman Audi	5
Audi	Audi of Wallingford	4
Audi	Danbury Audi	2
Audi	New Country Audi of Greenwich	2
<b>Total</b>		<b>18</b>

Make	Dealership Name	Count of Rebates
BMW	BMW of Ridgefield	73
BMW	BMW of Bridgeport	69
BMW	BMW and Mercedes-Benz of North Haven	48
BMW	New Country BMW	39
BMW	BMW of Greenwich	23
BMW	Continental BMW of Darien	18
BMW	BMW of Watertown	2
<b>Total</b>		<b>272</b>

Make	Dealership Name	Count of Rebates
Chevrolet	Richard Chevrolet	126
Chevrolet	Karl Chevrolet	122
Chevrolet	Ingersoll Auto of Danbury	101
Chevrolet	O'Neill's Chevrolet Buick	92
Chevrolet	Maritime Chevrolet	89
Chevrolet	H & L Chevrolet	81
Chevrolet	Grossman Chevrolet Nissan	76
Chevrolet	Chevrolet of Milford	74
Chevrolet	Partyka Chevrolet	61
Chevrolet	The MJ Sullivan Automotive Corner	56
Chevrolet	Vernon Chevrolet	51
Chevrolet	Carter Chevrolet (Inactive 10/6/17)	50
Chevrolet	Blasius Chevrolet	45
Chevrolet	Dave McDermott Chevrolet	44
Chevrolet	Devan Chevrolet	44
Chevrolet	Jackson Chevrolet	41
Chevrolet	Cargill Chevrolet	38
Chevrolet	Woodbury Chevrolet	38
Chevrolet	Northwest Hills Chevrolet Buick GMC	36
Chevrolet	Terryville Chevrolet	36
Chevrolet	Bob Valenti Chevrolet	27
Chevrolet	Gengras Chevrolet	22
Chevrolet	Carter Chevrolet (Inactive 7/26/16)	19
Chevrolet	Scranton Chevrolet of Norwich	15
Chevrolet	Executive Chevrolet	13
Chevrolet	Davidson Chevrolet	11
Chevrolet	Key Chevrolet	5
Chevrolet	Premier Chevrolet	4
Chevrolet	Wow Woodbury Chevrolet	2
Chevrolet	Grossman Chevrolet	1
<b>Total</b>		<b>1420</b>

Make	Dealership Name	Count of Rebates
Chrysler	Gengras Chrysler Dodge Jeep	86
Chrysler	Valenti Chrysler Dodge Jeep Ram	75
Chrysler	Mitchell Chrysler Dodge Ram	9
Chrysler	Scap Chrysler Dodge Jeep Ram	9
Chrysler	Fitzpatricks Chrysler Dodge Jeep Ram	5
Chrysler	Bolles Motors Inc.	3
Chrysler	Branhaven Chrysler Dodge Jeep Ram	3
Chrysler	Artioli Dodge	2
Chrysler	Capitol Chrysler Dodge Jeep Ram	2
Chrysler	Falveys Motors Inc	2
Chrysler	Madison Chrysler	2
Chrysler	Old Saybrook Chrysler Dodge Jeep Ram	2
Chrysler	Putnam Chrysler Dodge Jeep Ram Kia	2
Chrysler	Troiano Chrysler Dodge Jeep Ram	2
Chrysler	Garavel Chrysler Jeep Dodge Ram	1
Chrysler	Milford Chrysler Jeep Dodge Ram	1
Chrysler	Robert's Chrysler	1
<b>Total</b>		<b>207</b>

Make	Dealership Name	Count of Rebates
Ford	Stevens Ford of Milford	93
Ford	Stamford Ford Lincoln	87
Ford	Crowley Ford Lincoln	53
Ford	Monaco Ford	45
Ford	Ford of Branford	38
Ford	Hoffman Ford	38
Ford	Colonial Ford	35
Ford	Family Ford Lincoln	24
Ford	Bob Thomas Ford	22
Ford	Tasca Ford Berlin	5
Ford	Lombard Ford	4
Ford	Park City Ford	4
Ford	Crest Ford of Niantic	3
Ford	GENGRAS FORD LLC	3
Ford	McMahon Ford	1
Ford	Mitchell Selig Ford	1
Ford	Shaker Family Ford Lincoln	1
<b>Total</b>		<b>457</b>



Make	Dealership Name	Count of Rebates
Honda	Honda of Westport	126
Honda	Manchester Honda	48
Honda	Brandfon Honda	39
Honda	Curtiss Ryan Honda	31
Honda	Liberty Honda	31
Honda	Honda of Danbury	29
Honda	Schaller Honda	24
Honda	Hoffman Honda	23
Honda	Sullivan Honda	22
Honda	Greenwich Honda	20
Honda	Cardinal Honda	11
Honda	Honda of Watertown	11
Honda	Westbrook Honda	11
Honda	Lia Honda	9
Honda	Courtney Honda	5
Honda	Executive Honda	5
<b>Total</b>		<b>445</b>

Make	Dealership Name	Count of Rebates
Hyundai	Danbury Hyundai	54
Hyundai	Stamford Hyundai	49
Hyundai	Brandfon Hyundai	41
Hyundai	Meriden Hyundai	26
Hyundai	Key Hyundai of Manchester	16
Hyundai	Torrington Hyundai Inc	15
Hyundai	Lia Hyundai of Enfield	7
Hyundai	Old Saybrook Hyundai	6
Hyundai	Shaker Family Hyundai	6
Hyundai	Key Hyundai of Milford	5
Hyundai	Central Auto Group	2
Hyundai	Wile Hyundai	2
Hyundai	Devino's Watertown Hyundai	1
Hyundai	Lia Hyundai	1
Hyundai	Quality Hyundai	1
<b>Total</b>		<b>232</b>



Make	Dealership Name	Count of Rebates
Kia	Premier Kia	50
Kia	Executive Kia	42
Kia	Columbia Ford Kia	31
Kia	Kia Of Stamford	6
Kia	Napoli Kia	5
Kia	Shaker Kia	1
<b>Total</b>		<b>135</b>

Make	Dealership Name	Count of Rebates
Mercedes	Mercedes-Benz of Fairfield	7
Mercedes	Carriage House Of New London	5
Mercedes	Mercedes-Benz of Greenwich	1
<b>Total</b>		<b>13</b>

Make	Dealership Name	Count of Rebates
Mini	Mini of Fairfield County	4
<b>Total</b>		<b>4</b>

Make	Dealership Name	Count of Rebates
Mitsubishi	Fairfield Mitsubishi	19
Mitsubishi	Mac Mitsubishi	4
Mitsubishi	Secor Mitsubishi	2
<b>Total</b>		<b>25</b>

Make	Dealership Name	Count of Rebates
Nissan	Crowley Nissan	71
Nissan	Harte Nissan	71
Nissan	George Harte Nissan	46
Nissan	Bruce Bennett Nissan	39
Nissan	D'Addario Nissan	32
Nissan	County Line Nissan	23
Nissan	Nissan of Norwich	22
Nissan	Executive Nissan	17
Nissan	Middletown Nissan	17
Nissan	DeCormier Nissan	16
Nissan	Hoffman Nissan	15
Nissan	Barberino Nissan	13
Nissan	Gates Nissan	12
Nissan	Girard Nissan	12
Nissan	Miller Nissan	6
Nissan	Manchester City Nissan	3
Nissan	Napoli Nissan	3
<b>Total</b>		<b>418</b>

Make	Dealership Name	Count of Rebates
Smart	Smart Center Hartford	4
Smart	Smart Center Fairfield	1
<b>Total</b>		<b>5</b>

Make	Dealership Name	Count of Rebates
Subaru	PREMIER SUBARU LLC	13
Subaru	Reynolds' Garage and Marine	10
Subaru	STAMFORD SUBARU LLC	6
Subaru	Garavel Subaru	5
Subaru	Dan Perkins Subaru Inc	3
Subaru	Schaller Subaru	2
Subaru	Bertera Subaru of Hartford	1
Subaru	Mitchell Subaru	1
<b>Total</b>		<b>41</b>

Make	Dealership Name	Count of Rebates
Toyota	A-1 Toyota	167
Toyota	Lynch Toyota	117
Toyota	Hoffman Toyota	83
Toyota	Middletown Toyota	69
Toyota	New Country Toyota of Westport	61
Toyota	Hartford Toyota Superstore	56
Toyota	Westbrook Toyota	56
Toyota	Greentree Toyota	50
Toyota	Torrington Toyota	43
Toyota	Girard Motors	41
Toyota	Toyota of Stamford	40
Toyota	Toyota of Colchester	39
Toyota	Colonial Toyota	36
Toyota	Stephen Toyota	36
Toyota	Charles Toyota	35
Toyota	Toyota of Greenwich	24
Toyota	Gale Toyota	23
Toyota	Curry Toyota	19
Toyota	Toyota of Wallingford	18
Toyota	Dowling Toyota of Litchfield	8
<b>Total</b>		<b>1021</b>

Make	Dealership Name	Count of Rebates
Volkswagen	Gene Langan Volkswagen	33
Volkswagen	VW of Old Saybrook	16
Volkswagen	Gengras Volkswagen of Plainville	9
Volkswagen	Curran Volkswagen	8
Volkswagen	Prestige Volkswagen of Stamford	8
Volkswagen	Bob Valenti VW	6
Volkswagen	VW of Hartford	6
Volkswagen	Crowley Volkswagen	4
Volkswagen	Montesi Volkswagen	4
Volkswagen	Lia Volkswagen	1
<b>Total</b>		<b>95</b>

Make	Dealership Name	Count of Rebates
Volvo	Mitchell Volvo	3
Volvo	GENGRAS VOLVO	1
Volvo	Riley Volvo Cars Stamford	1
<b>Total</b>		<b>5</b>



